

NEGOTIATION & INFLUENCE SKILLS FOR GOVERNMENT

Negotiate with strategy, vision and confidence



5 DECEMBER
CANBERRA

YOU WILL LEARN TO

- ▶ Recognise the importance of negotiation skills in the workplace and in everyday life
- ▶ Discover your personal negotiation style, and strategies to resolve conflict during a negotiation
- ▶ Investigate how non-verbal communication, persuasion, influence, and culture can impact a negotiation
- ▶ Use principled negotiation to respond to critical moments in Government negotiation simulations

EXPERT FACILITATOR



Noa Sheer
Negotiation Consultant
Sheer Negotiations

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22 SEPTEMBER
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ABOUT THE EVENT

Strategic negotiation skills play a key role in almost any business transaction or career progression. Your ability to employ techniques and strategies to negotiate more successfully with others to achieve a win-win situation will help you achieve a lasting change in your career. You will learn a negotiation strategy that is aimed at maximising value, finding creative solutions and nurturing relationships that continue to deliver value to you over time. Along with the strategy, you will learn persuasion and influence methods to bring negotiators to the “table”, get them to see things your way and be open to your suggestions.

Reveal human biases, discover your strengths and weaknesses and trial new negotiation and persuasion tactics. Expect to challenge your assumptions, participate in discussions and role-play in two negotiation simulations.

YOUR FACILITATOR

Noa Sheer is a negotiation consultant, expert and scholar who brings research-based methods in negotiation planning and persuasion to experienced negotiators in industries such as tech, construction, real estate, banking & finance, and the public sector.

Noa designs negotiation protocols and “playbooks” bespoke to organisations, delivers negotiation training and represents C-suite clients in high stakes negotiations. Some noted clients include Westpac, UBER, NSW Health, Australian Department of Defence, Bank of New York Mellon, China Construction Bank, Queensland Department of Housing and Public Works, and Elders Real Estate.

Noa is the owner of the consultancy Sheer Negotiations, a lecturer at the UNSW School of Business and the Australian Graduate School of Management, and the co-author of the textbook Effective Negotiation: From Research to Results – used in universities in Australasia, Europe and the US.



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WORKSHOP

Negotiation essentials for Government

- ▶ Negotiation strategy and structure
- ▶ Preparation and planning process
- ▶ Key factors and dynamics in negotiations
- ▶ Practical methods to determine optimum success:
 - Read the other party
 - Steer the negotiation
 - Design a creative solution
 - Techniques for maximising value and gain

Principles of Persuasion and Influence

- ▶ Key approaches to framing your idea
- ▶ Explore persuasive communication styles to present your suggestion or idea
- ▶ Influence skills - How to respond to a negotiation using power and influence

Taking things to the next level - Negotiation simulations and debrief

- ▶ Practical simulations and debriefing to reassess your strengths, weaknesses, and personal learning goals for improving your negotiation abilities
- ▶ Action planning - what will you implement?

ALSO AVAILABLE

8TH PUBLIC SECTOR EXECUTIVE LEVEL LEADERSHIP SUMMIT



5 - 9 DECEMBER 2022
CANBERRA

Negotiation & Influence Skills for Government

5 December 2022

Canberra

Booking Form

Event Reference: NGSG1222A - C

Priority Code: I



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Title Full Name Position Email Phone



Delegate Information

#	Title	Full Name or TBA	Position	Email
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Qty Workshop	\$1495 + GST = \$1644.50	\$1645 + GST = (\$1809.50)	\$1745 + GST = (\$1919.50)	\$1845 + GST = (\$2029.50)	\$1995 + GST = (\$2194.50)
Discounted off standard rates :	Save up to \$500	Save up to \$350	Save up to \$250	Save up to \$150	All Prices listed in Australian Dollars

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